



NATIONAL CENTER FOR
THE MIDDLE MARKET

RETAIL TRADE

MIDDLE MARKET INDICATOR

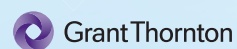


2Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Retail Trade's Revenue Growth vs. National

7.1%

RETAIL TRADE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.7%

Past 12 Months National

4.4%

RETAIL TRADE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.3%

Next 12 Months National

Retail Trade's Employment Growth vs. National

9.1%

RETAIL TRADE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.7%

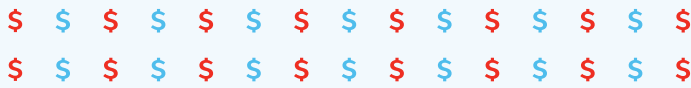
Past 12 Months National

9.2%

RETAIL TRADE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.7%

Next 12 Months National



Retail Trade's Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

51%



COSTS

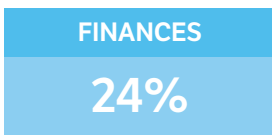
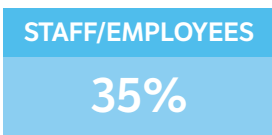
37%



BUSINESS GROWTH

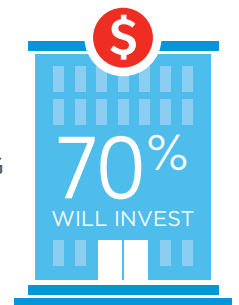
33%

VS. NEXT 12 MONTHS



Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN RETAIL TRADE ARE SENDING A STRONG MESSAGE THAT THEY ARE POISED TO INVEST.



Retail Trade's Middle Market Defined



Source: 2014 D&B Data

Retail Trade's Percentage of Revenues Around the World

